



Life Sciences

Westrope Solutions

Insuring health related products may be complicated even for the most experienced insurance professional. Options can vary greatly with differing ingredient and material exclusions, claims made or occurrence forms, defense in or out, and SIR and deductible alternatives all requiring analysis.

**Get the best solution for your life science clients from Westrope.
Our knowledge adds value. Our strength delivers results.**

Example of Target Classes

Clinical Trials
Nutraceuticals
Dietary Supplements
Energy Drinks
Ingredient Suppliers

Pharmaceuticals
Medical Devices
Implantable Devices
Surgical/Laboratory
Equipment

Disposables – Latex Gloves
Biologics – Tissues/Blood
Components/Vaccines
Start up Companies

Risk Size

- Small to Large Size Companies
- Start Up and Mature Organizations
- General, Products and Professional Liability
- Excess/Umbrella Programs – Lead and Excess
- Premiums Starting at \$5,000
- Deductibles Starting at \$1,000

Coverages

- Claims Made and Occurrence Forms Available
- Primary Limits Up to \$10 Million
- Buybacks on Ingredients
- Review Boards and Directors Coverage
- Sales/Contractors Coverage
- Product Recall

Recent Accounts:

Class of Risk	Product/Coverage Features	Premium
Artificial Implants	Products Only/Prior Acts Coverage	\$450,000
Device Manufacturer	Professional Coverage for Clinical Trials	17,500
Diagnostic Tests	Clinical Trials/Medical Review Board Coverage	9,000
Energy Drink Manufacturer	\$25mm X Primary/Umbrella Covering Auto/EL/Foreign	55,000
Equipment Distributor	GL with Premises/Occurrence Form	12,000
FDA Pharmaceutical	Phase I Clinical Trials/Foreign Human Trial	35,000
Latex Glove	New Product in Clinical Trials/Vendor Coverage	70,000
Spinal Device	Implantable /Excess Products Only - \$10mm	110,000
Nutraceuticals	\$5MM/\$5MM Primary Limits/Buyback on Ingredients	40,000
Surgical Equipment	Silent on Punitive Damages	22,500
Therapeutic Device	Low Deductible/Start Up Company	5,000
Vitamins	Product Recall - \$10MM – First And Third Party	35,000

Explore all your options – Call your Westrope Broker or Sandie Mullen, Life Science Specialist at 816-412-7556 – smullen@westrope.com

Westrope, combining medical expertise with practical insurance knowledge.